



State of California  
**Employment Training Panel**

Training Proposal for:  
**Cartel Electronics, Inc.**

**Agreement Type: Small Business**

**Agreement Number: ET09-0208**

Panel Meeting of: **July 25, 2008**

ETP Regional Office: **San Diego**

Analyst: C. Robinson

**CONTRACTOR:**

- Type of Industry: Manufacturing:  
Priority Industry: ☒ Yes ☐ No
- Contractor's # of Full-Time Employees:
  - California: 70
  - Worldwide: 70
  - Number to be trained: 53
- Turnover Rate: 7%
- Repeat Contractor: ☐ Yes ☒ No

**CONTRACT:**

- Training Project Profile: Priority/Retrainee
- ETP Funding Amount: \$74,412
- In Kind Contribution: \$78,292
- Average Cost per Trainee: \$1,404
- Post Retention Wage Range: \$14.02 to \$40.50 for all Job Numbers
- Health Benefits: \$1.53 per hour
- Occupations to be Trained: Owner, Manager/Supervisor, Engineering Staff, Hazmat Worker, Quality Assurance Staff, Sales Staff, Administrative Staff, Production Staff
- Training Menu:
  - ☒ Computer ☐ Management
  - ☐ Commercial ☒ Business
  - ☒ Cont. Improvement ☒ Other: Manufacturing
- Range of Hours: 8 - 200 Weighted Avg: 54
- Multiple Job Numbers: ☐ Yes ☒ No

- County(ies) Served: Orange
- Union Representation: ☐ Yes: ☒ No
- Subcontractors: Quovus, located in Long Beach, will provide administrative services for an amount not to exceed 11.5% of payment earned.
- Third Party Services: Quovus also assisted with development of this proposal for a flat fee of \$4,575.

## **INTRODUCTION**

Cartel Electronics, Inc. (Cartel) designs and manufactures customized, quick turn printed circuit boards for customers in diverse industries including aerospace, telecommunications, automotive, and transportation.

Cartel's major aerospace customers (Boeing, Raytheon, Panasonic, IBM, and Meggit Defense) are now demanding that their suppliers have AS9100 certification. As a result, Cartel must develop a quality management system in order to gain compliance to become AS9100 registered and continue to do business with these customers. In addition, the company faces pressure from these and other customers to focus on producing more environmentally friendly products. ETP-funded training will assist Cartel in meeting the needs of its customers by gaining AS9100 certification in a more green manufacturing environment.

## **RECOMMENDATION**

For the reasons set forth above, staff recommends approval of this proposal.